

**FIG. 1**

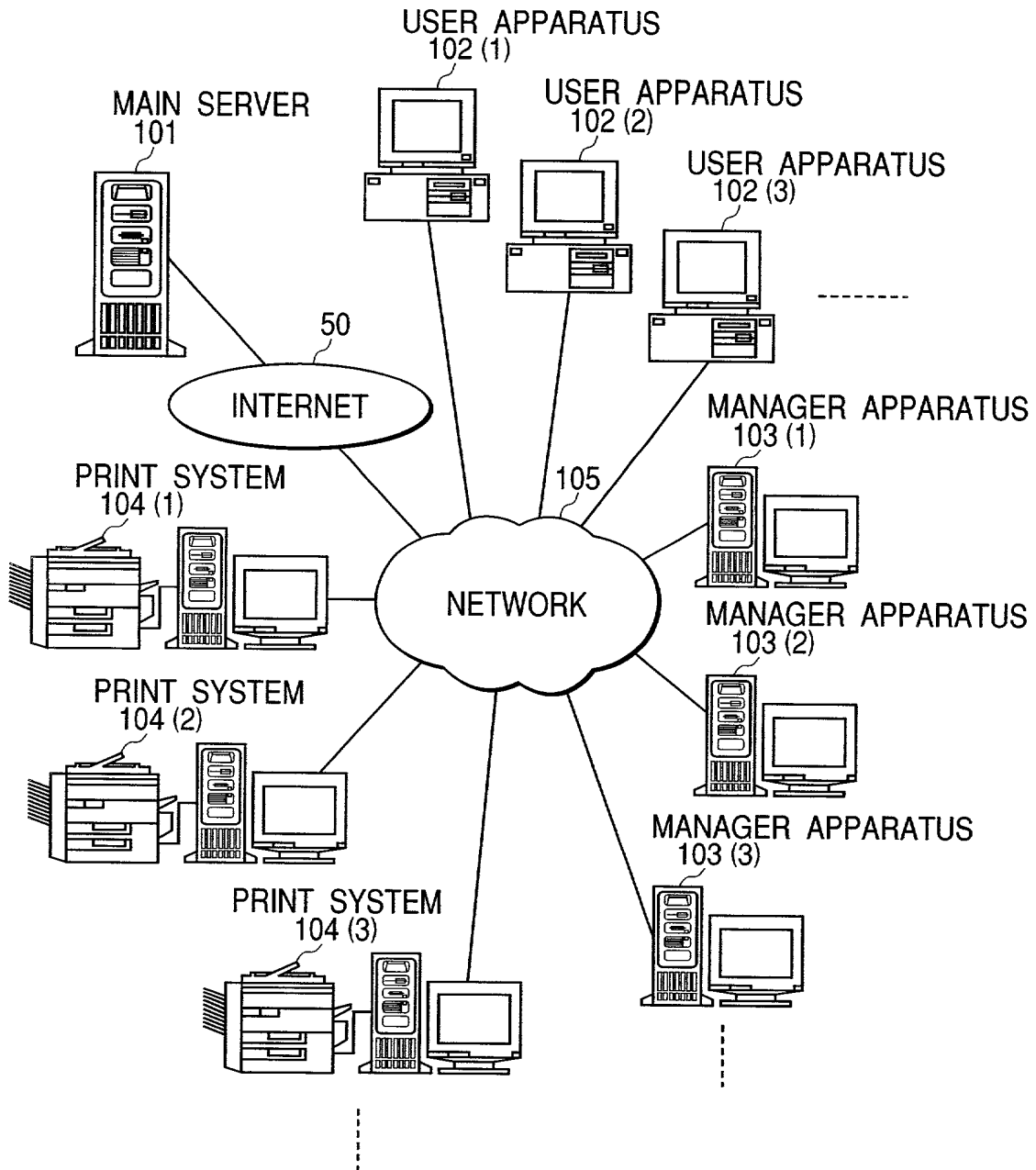


FIG. 2

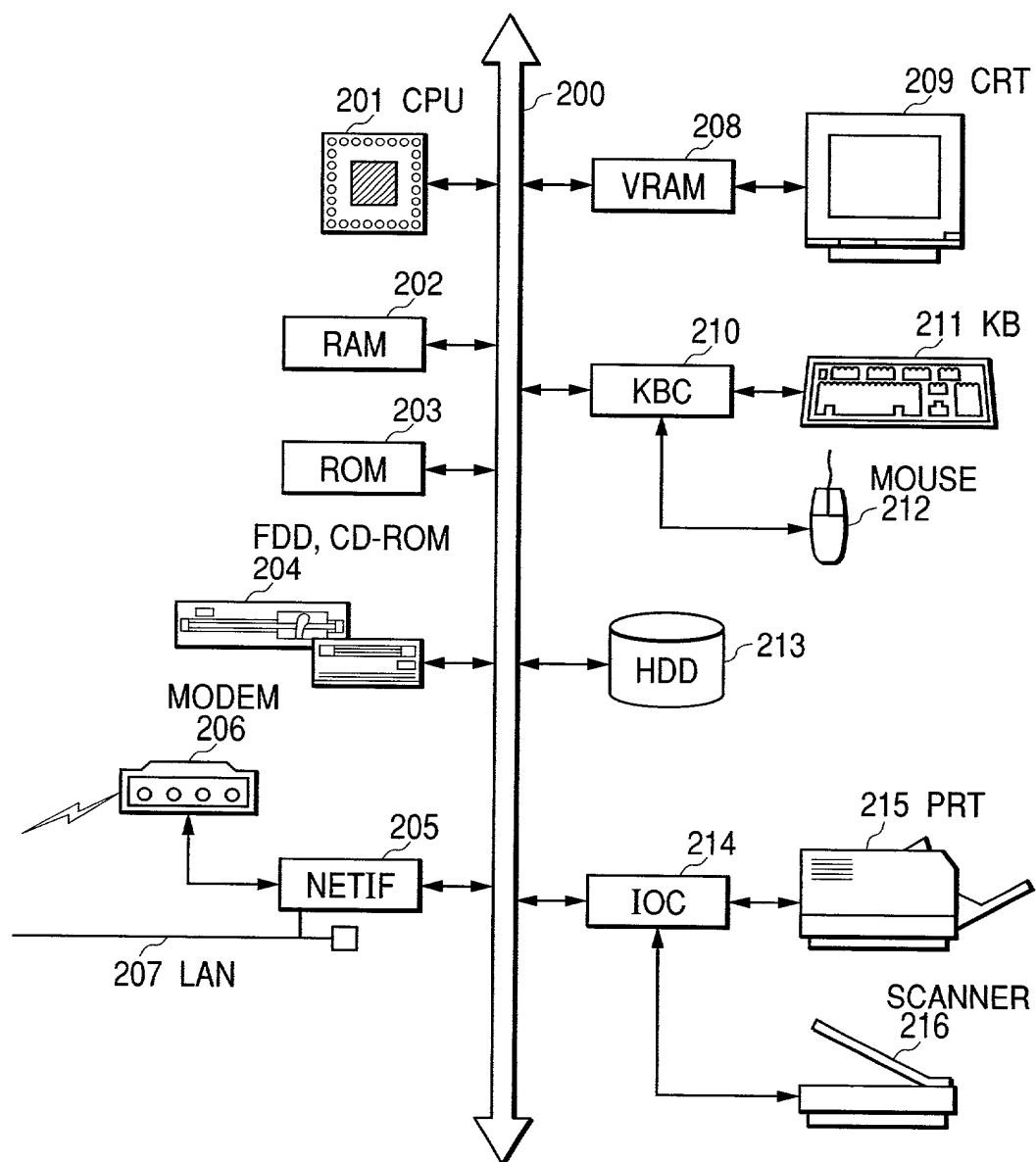
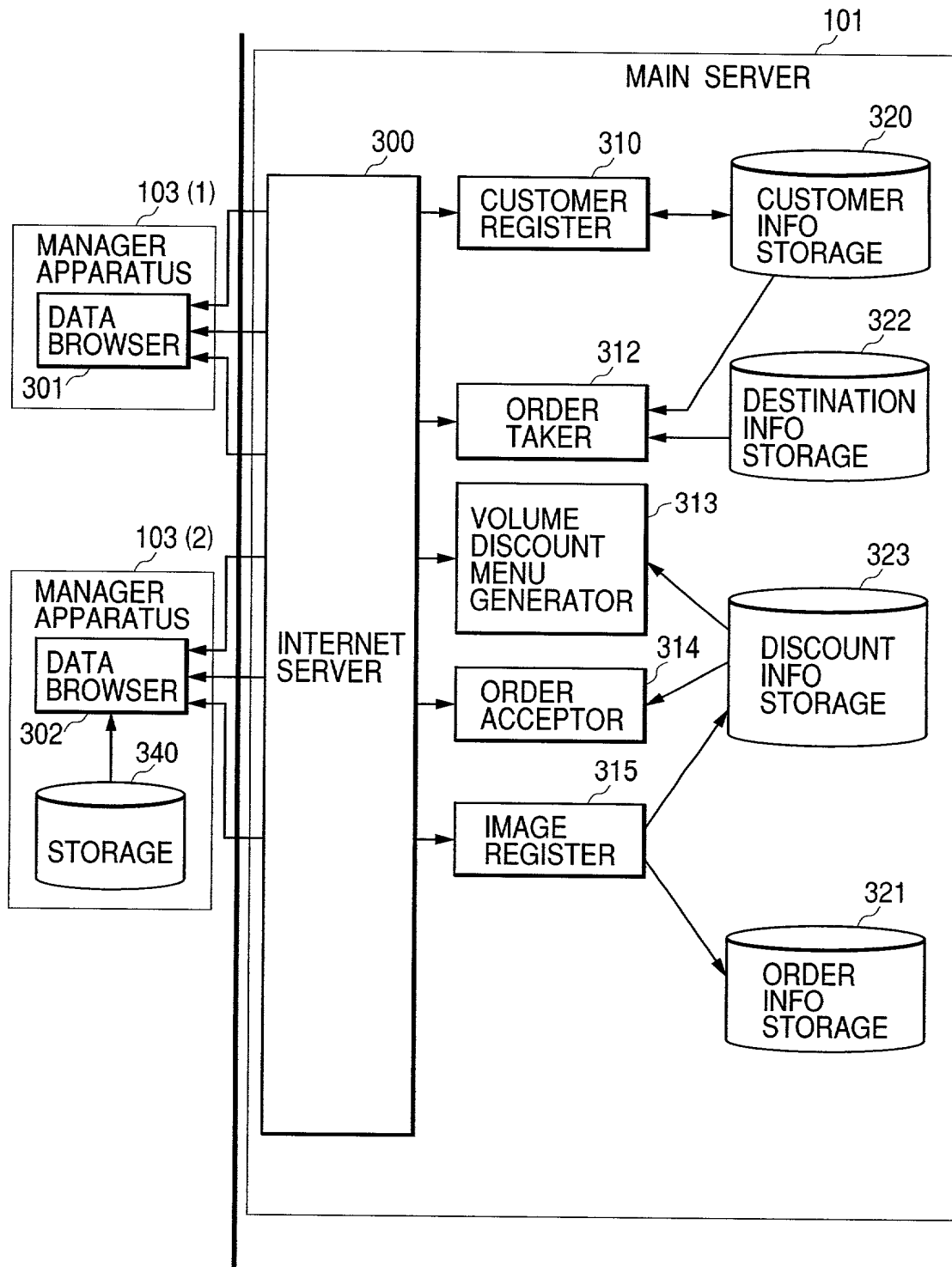


FIG. 3



**FIG. 4**

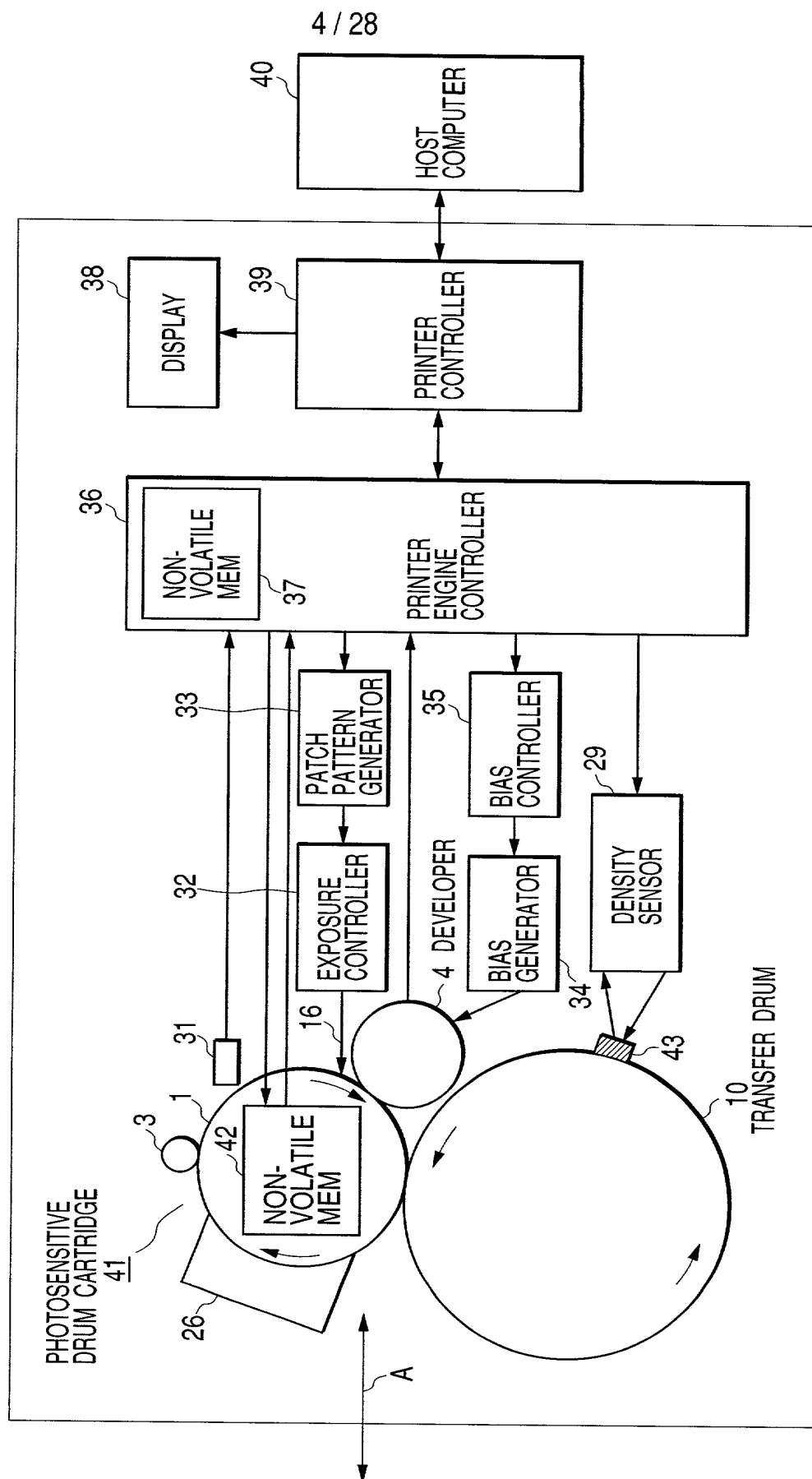
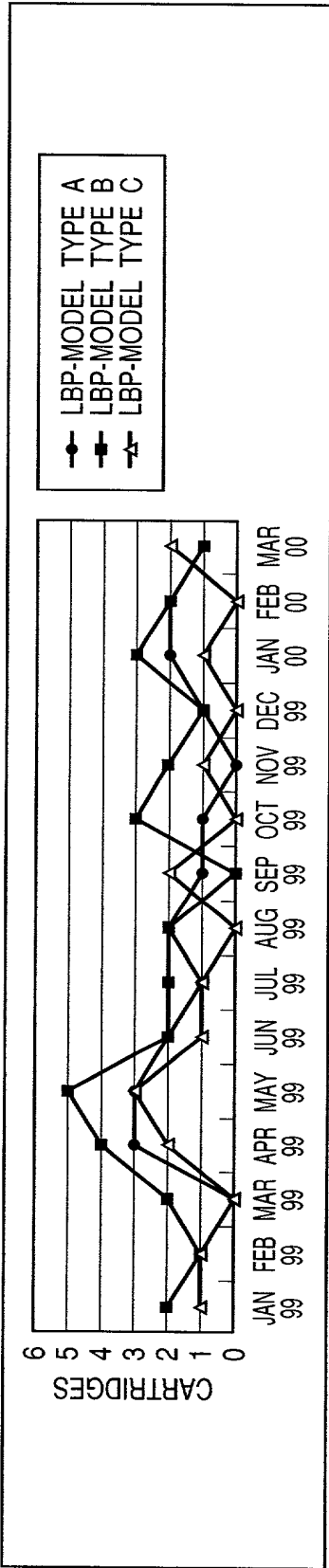


FIG. 5

NO. OF TONER CARTRIDGES REPLACED IN YOUR PRINTERS JAN/99—MAR/00

	JAN/99	FEB/99	MAR/99	APR/99	MAY/99	JUN/99	JUL/99	AUG/99	SEP/99	OCT/99	NOV/99	DEC/99	JAN/00	FEB/00	MAR/00	TOTAL	MONTHLY ON AVERAGE
LBP-MODEL TYPE A	2	1	0	3	3	2	1	2	1	1	0	1	2	2	2	23	1.53
LBP-MODEL TYPE B	2	1	2	4	5	2	2	2	0	3	2	1	3	2	1	32	2.13
LBP-MODEL TYPE C	1	1	0	2	3	1	1	0	2	0	1	0	1	0	2	15	1.00

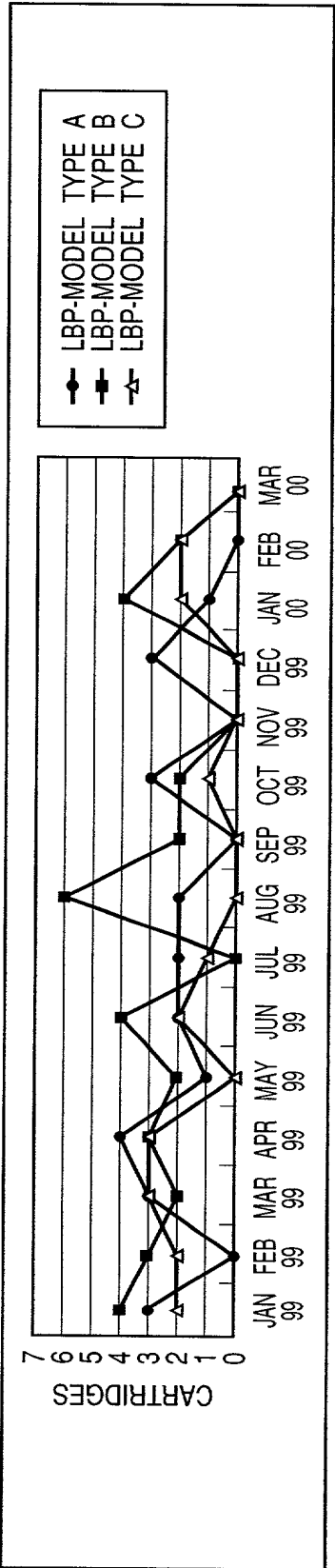


	TOTAL	MONTHLY ON AVERAGE
LBP-MODEL TYPE A	23	1.53
LBP-MODEL TYPE B	32	2.13
LBP-MODEL TYPE C	15	1.00

FIG. 6

NO. OF TONER CARTRIDGES PURCHASED FOR YOUR PRINTERS JAN/99—MAR/00

	JAN/99	FEB/99	MAR/99	APR/99	MAY/99	JUN/99	JUL/99	AUG/99	SEP/99	OCT/99	NOV/99	DEC/99	JAN/00	FEB/00	MAR/00	TOTAL	MANTHLY ON AVERAGE
LBP-MODEL TYPE A	3	0	3	4	1	2	2	2	0	3	0	3	1	0	0	24	1.60
LBP-MODEL TYPE B	4	3	2	3	2	4	0	5	2	2	0	0	4	2	0	34	2.27
LBP-MODEL TYPE C	2	2	3	3	0	2	1	0	0	1	0	0	2	2	0	18	1.20



NO. OF TONER CARTRIDGES NOW IN STOCK (APRIL 2, 2000)

	CARTRIDGES IN STOCK
LBP-MODEL TYPE A	1
LBP-MODEL TYPE B	2
LBP-MODEL TYPE C	3

FIG. 7

PLEASE SELECT CONDITION (S) TO ESTIMATE NO. OF TONER CARTRIDGES FOR FUTURE USE.

■ TERM

THIS MONTH	▼
3 MONTHS FROM NOW	
6 MONTHS FROM NOW	
9 MONTHS FROM NOW	

■ ESTIMATE FROM

NO. OF CARTRIDGES USED MONTHLY ON AVERAGE	▼
NO. OF CARTRIDGES USED IN SAME MONTH LAST YEAR	

BT11  
ESTIMATE

A

ESTIMATION IS AS FOLLOWS. PLEASE SELECT OTHER CONDITION (S) FOR ANOTHER ESTIMATION.

		NO. OF CARTRIDGES IN STOCK						
		APR/00	MAY/00	JUN/00	JUL/00	AUG/00	SEP/00	
LBP-MODEL TYPE A	1	-2.0	-5.0	-7.0	-8.0	-10.0	-11.0	
LBP-MODEL TYPE B	2	-2.0	-7.0	-9.0	-11.0	-13.0	-13.0	
LBP-MODEL TYPE C	3	1.0	-2.0	-3.0	-4.0	-4.0	-6.0	

B

BT2  
RETURN

BT3  
EXIT

TONER CARTRIDGES WITH BE IN SHORT IN THIS MONTH FOR TYPE A AND TYPE B.  
PLEASE PURCHASE NOW.

FIG. 8

DISCOUNT MENU

A DISCOUNT RATE ON NO.-OF-CARTRIDGES-PURCHASED BASIS (MODEL BY MODEL).

NO. OF CARTRIDGES PURCHASED (TYPE A)	DISCOUNT RATE	UNIT PRICE	NO. OF CARTRIDGES PURCHASED (TYPE B)	DISCOUNT RATE	UNIT PRICE	NO. OF CARTRIDGES PURCHASED (TYPE C)	DISCOUNT RATE	UNIT PRICE
0—19	0%	¥8,000	0—19	0%	¥5,000	0—19	0%	¥10,000
20	2%	¥7,840	20	1%	¥4,950	20	3%	¥9,700
30	5%	¥7,600	30	3%	¥4,850	30	7%	¥9,300
50	10%	¥7,200	50	5%	¥4,750	50	12%	¥8,800
100	15%	¥6,800	100	10%	¥4,500	100	17%	¥8,300
X	20%	¥6,400	X	15%	¥4,250	X	20%	¥8,000

B DISCOUNT RATE ON NO.-OF-TOTAL-CARTRIDGES-PURCHASED BASIS (ALL MODELS).

NO. OF TOTAL CARTRIDGES PURCHASED (TYPES A,B,C)	DISCOUNT RATE	NO. OF TOTAL CARTRIDGES PURCHASED (TYPES A,B,C)	DISCOUNT RATE
0—20N-1	0%	0—20N-1	0%
20N	1%	20N	3%
30N	3%	30N	5%
50N	5%	50N	7%

1 ≤ N ≤ 100

101 ≤ N ≤ 500

501 ≤ N



FIG. 9

C DISCOUNT RATE ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS (MODEL BY MODEL).

NO. OF CARTRIDGES FOR PURCHASE (TYPE A)	DISCOUNT RATE	UNIT PRICE	NO. OF CARTRIDGES FOR PURCHASE (TYPE B)	DISCOUNT RATE	UNIT PRICE	NO. OF CARTRIDGES FOR PURCHASE (TYPE C)	DISCOUNT RATE	UNIT PRICE
1—5	0%	¥8,000	1—5	0%	¥5,000	1—5	0%	¥10,000
6—10	2%	¥7,840	6—10	1%	¥4,950	6—10	3%	¥9,700
11—20	5%	¥7,600	11—20	3%	¥4,850	11—20	7%	¥9,300
21—	10%	¥7,200	21—	5%	¥4,750	21—	12%	¥8,800

D DISCOUNT RATE ON NO.-OF-CARTRIDGE-FOR-PURCHASE BASIS (ALL MODELS).

NO. OF TOTAL CARTRIDGES FOR PURCHASE (TYPES A,B,C)	DISCOUNT RATE	NO. OF TOTAL CARTRIDGES FOR PURCHASE (TYPES A,B,C)	DISCOUNT RATE
0—6N-1	0%	0—6N-1	0%
6N	1%	6N	2%
11N	3%	11N	4%
21N	5%	21N	6%

1 ≤ N ≤ 100      101 ≤ N ≤ 500      501 ≤ N

E DISCOUNT RATE ON NO.-OF-CARTRIDGES-COLLECTED BASIS.

NO. OF TOTAL CARTRIDGES COLLECTED	DISCOUNT RATE
0—50	0%
51	1%
101	3%
301	5%

FIG. 10

DISCOUNT MENU

A PLEASE ENTER NO. OF CARTRIDGES FOR PURCHASE MODEL BY MODEL.

■ TYPE A

5

■ TYPE B

10

■ TYPE C

3

BT11  
ESTIMATE

B ESTIMATOIN WITHOUT DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE
TYPE A	¥8,000	5	¥40,000
TYPE B	¥5,000	10	¥50,000
TYPE C	¥10,000	3	¥30,000
TOTAL			¥120,000

ESTIMATOIN WITH DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE	UNIT PRICE WITH DISCOUNT	PRICE WITH DISCOUNT
TYPE A	¥8,000	5	¥40,000	¥8,000	¥40,000
TYPE B	¥5,000	10	¥50,000	¥4,950	¥49,500
TYPE C	¥10,000	3	¥30,000	¥10,000	¥30,000
TOTAL			¥120,000		¥119,500

TYPE A/B/C TOTAL	18	¥120,000	¥118,800
------------------	----	----------	----------

FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS,  
PLEASE CLICK "ESTIMATE".

BT12  
DETAIL

BT13  
RETURN

BT14  
ESTIMATE

BT15  
EXIT

FIG. 11

C ■ "DETAIL" CLICKED

NO. OF CARTRIDGES FOR PURCHASE (TYPE A)	DISCOUNT RATE	UNIT PRICE
1—5	0%	¥8,000
6—10	2%	¥7,840
11—20	5%	¥7,600
21—	10%	¥7,200

NO. OF CARTRIDGES FOR PURCHASE (TYPE B)	DISCOUNT RATE	UNIT PRICE
1—5	0%	¥5,000
6—10	1%	¥4,950
11—20	3%	¥4,850
21—	5%	¥4,750

NO. OF CARTRIDGES FOR PURCHASE (TYPE C)	DISCOUNT RATE	UNIT PRICE
1—5	0%	¥10,000
6—10	3%	¥9,700
11—20	7%	¥9,300
21—	12%	¥8,800

BASE	NO. OF PRINTERS	NO. OF CARTRIDGES FOR PURCHASE (TYPE A,B,C)	DISCOUNT RATE
0—6N-1	×3	0—17	0%
6N	×3	18	1%
11N	×3	33	3%
21N—	×3	63	5%

BT16  
RETURN

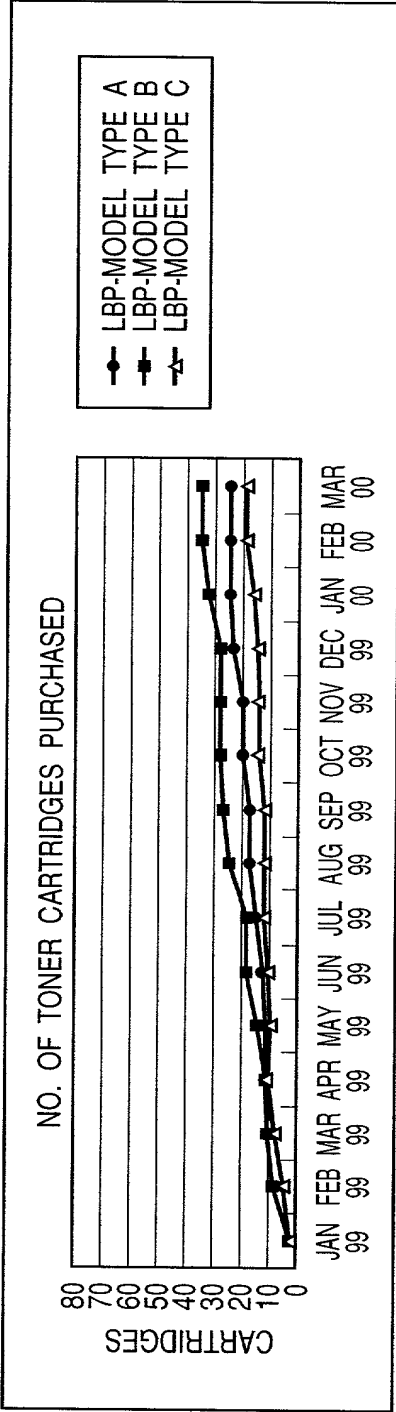
I

YOU CAN SELECT  
TYPE I OR TYPE II

II

FIG. 12

■ "ESTIMATE" CLICKED



	JAN/99	FEB/99	MAR/99	APR/99	MAY/99	JUN/99	JUL/99	AUG/99	SEP/99	OCT/99	NOV/99	DEC/99	JAN/00	FEB/00	MAR/00
LBP-MODEL TYPE A	3	3	6	10	11	13	15	17	17	20	20	23	24	24	24
LBP-MODEL TYPE B	4	7	9	12	14	18	18	24	26	28	28	28	32	34	34
LBP-MODEL TYPE C	2	4	7	10	10	12	13	13	13	14	14	14	16	18	18
TOTAL	9	14	22	32	35	43	46	54	56	62	62	65	72	76	76

FIG. 13

DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS

	UNIT PRICE	NO. OF CARTRIDGES PURCHASED	DISCOUNT RATE
TYPE A	¥8,000	24	2%
TYPE B	¥5,000	34	3%
TYPE C	¥10,000	18	0%
TYPE A/B/C TOTAL		76	1%

BT17  
DETAIL

DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND ON NO.-OF-CARTRIDGES-PURCHASED BASIS.

ITEM	UNIT PRICE	UNIT	PRICE	FOR PURCHASE			PURCHASED		
				UNIT PRICE	PRICE		UNIT PRICE	PRICE	
TYPE A	¥8,000	5	¥40,000	¥8,000	¥40,000		¥7,840	¥39,200	
TYPE B	¥5,000	10	¥50,000	¥4,950	¥49,500		¥4,802	¥48,015	
TYPE C	¥10,000	3	¥30,000	¥10,000	¥30,000		¥10,000	¥30,000	
TOTAL			¥120,000		¥119,500			¥117,215	

TYPE A/B/C TOTAL (1) *	18	¥120,000	¥118,800	¥117,612
TYPE A/B/C TOTAL (2) **	18	¥120,000	¥119,500	¥118,305

- \* "TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND  
"TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS.  
\*\* "TYPE A OR B OR C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND  
"TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS.

APPLY DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS FOR FINAL ESTIMATION ?

■ TYPE A  
YES ☐ NO ☐

■ TYPE B  
YES ☐ NO ☐

■ TYPE C  
YES ☒ NO ☐

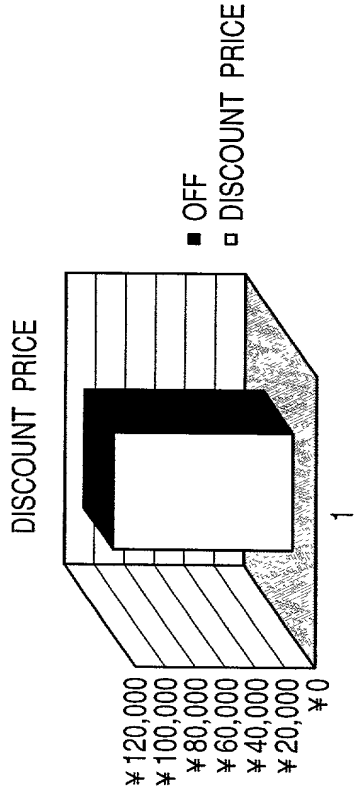
■ TYPE A/B/C TOTAL  
YES ☐ NO ☐

BT18  
ESTIMATE

FIG. 14

ESTIMATION IS AS FOLLOW

DISCOUNT PRICE	¥117,215
STANDARD PRICE	¥120,000
OFF	¥2,785



BT19      BT20      BT21

SET CONDITION      HOME      EXIT

FIG. 15

■ “DETAIL” CLICKED

■ A) DISCOUNT ON NO.-OF-CARTRIDGES-  
PURCHASED BASIS (MODEL BY MODEL)

TYPE A	DISCOUNT RATE	PRICE
0-19	0%	¥8,000
20	2%	¥7,840
30	5%	¥7,600
50	10%	¥7,200
100	15%	¥6,800
X	20%	¥6,400

TYPE B	DISCOUNT RATE	PRICE
0-19	0%	¥5,000
20	1%	¥4,950
30	3%	¥4,850
50	5%	¥4,750
100	10%	¥4,500
X	15%	¥4,250

TYPE C	DISCOUNT RATE	PRICE
0-19	0%	¥10,000
20	3%	¥9,700
30	7%	¥9,300
50	12%	¥8,800
100	17%	¥8,300
X	20%	¥8,000

■ B) DISCOUNT ON NO.-OF-CARTRIDGES-  
PURCHASED BASIS (ALL MODELS)

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	1%
30N	3%
50N	5%

1 ≤ N ≤ 100

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	2%
30N	4%
50N	6%

101 ≤ N ≤ 500

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	3%
30N	5%
50N	7%

501 ≤ N

FIG. 16

PLEASE ENTER NO. OF CARTRIDGES FOR PURCHASE MODEL BY MODEL.

■ TYPE A    ■ TYPE B    ■ TYPE C

5

▲▼

10

▲▼

3

▲▼

ESTIMATE BT23

ESTIMATION WITHOUT DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE
TYPE A	¥8,000	5	¥40,000
TYPE B	¥5,000	10	¥50,000
TYPE C	¥10,000	3	¥30,000
TOTAL			¥120,000

ESTIMATE BT24

FOR ESTIMATION WITH DISCOUNT, CLICK "ESTIMATE"

RECOMMENDED PURCHASE IS

◎ TYPE AX6, TYPE BX11, TYPE CX6

ITEM	UNIT PRICE	UNIT	PRICE	DISCOUNT PRICE	DISCOUNT UNIT PRICE
TYPE A	¥8,000	6	¥48,000	¥7,840	¥47,040
TYPE B	¥5,000	11	¥55,000	¥4,850	¥53,350
TYPE C	¥10,000	6	¥60,000	¥9,700	¥58,200
TOTAL			¥163,000		¥158,590

SET CONDITION BT25  
EXIT BT26



FIG. 17

SET CONDITION

■ MAX PRICE

¥200,000	▲▼
----------	----

■ MIN NO. OF CARTRIDGES FOR PURCHASE

• TYPE A

3	UNITS ▼
NONE	

• TYPE B

3	UNITS ▼
NONE	

• TYPE C

3	UNITS ▼
NONE	

■ MAX NO. OF CARTRIDGES FOR PURCHASE

• TYPE A

8	UNITS ▼
NONE	

• TYPE B

10	UNITS ▼
NONE	

• TYPE C

6	UNITS ▼
NONE	

■ APPLY DISCOUNT ON NO.-OF-CARTRIDGES-  
PURCHASED BASIS ?

• TYPE A

YES ▼
NO

• TYPE B

YES ▼
NO

• TYPE C

YES ▼
NO

• TYPE A/B/C  
TOTAL

YES ▼
NO

■ APPLY DISCOUNT ON NO.-OF-  
CARTRIDGES-COLLECTED BASIS ?

• TYPE A

YES ▼
NO

BT27

ESTIMATE

FIG. 18

RECOMMENDED PURCHASE IS

◎ TYPE AX6, TYPE BX6, TYPE CX6

ITEM	UNIT PRICE	UNIT	PRICE	DISCOUNT UNIT PRICE	DISCOUNT PRICE
TYPE A	¥8,000	6	¥48,000	¥7,840	¥47,040
TYPE B	¥5,000	6	¥30,000	¥4,950	¥29,700
TYPE C	¥10,000	6	¥60,000	¥9,700	¥58,200
TOTAL			¥138,000		¥134,940

BT28 BT29  
SET CONDITION EXIT

FIG. 19

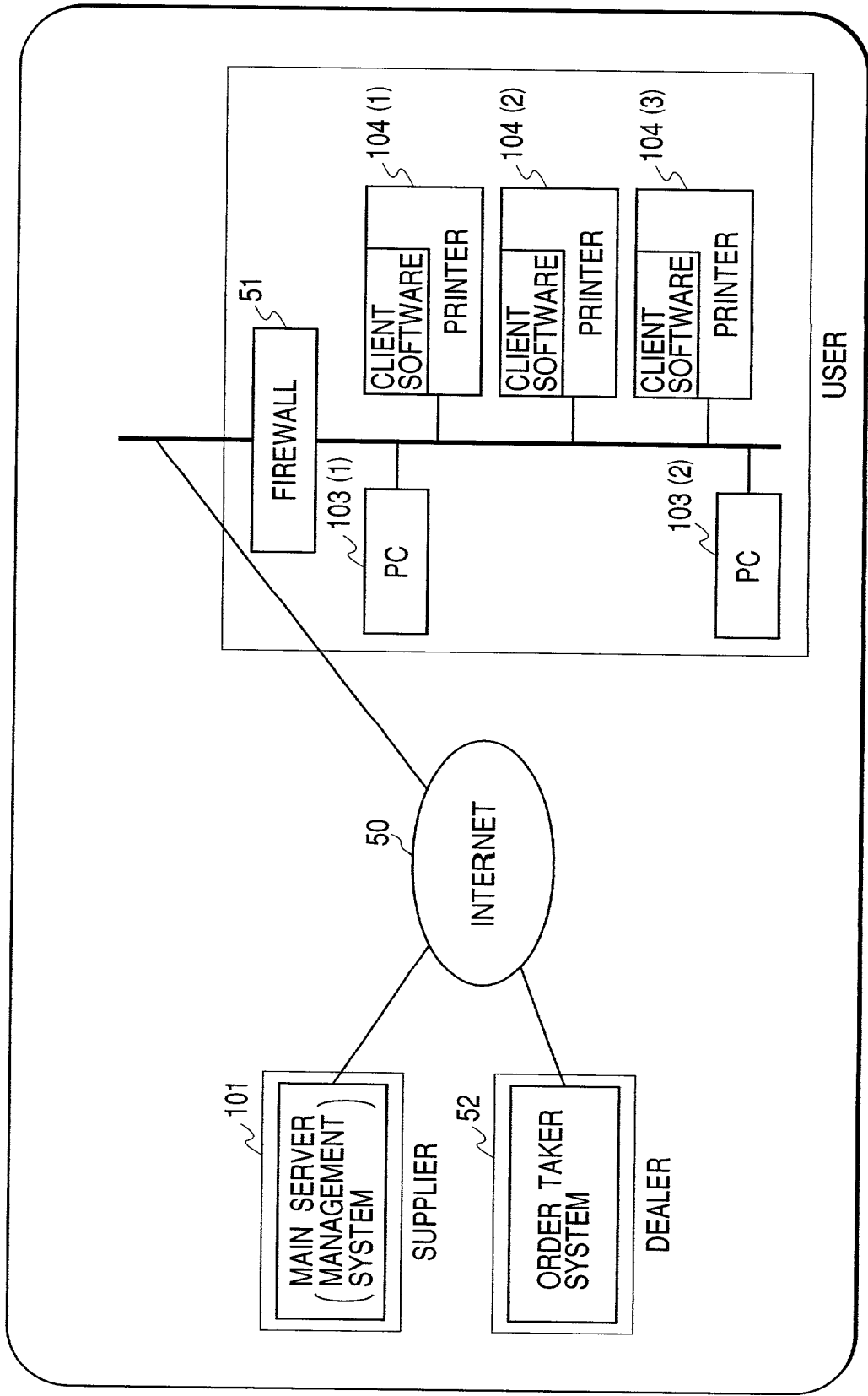


FIG. 20A

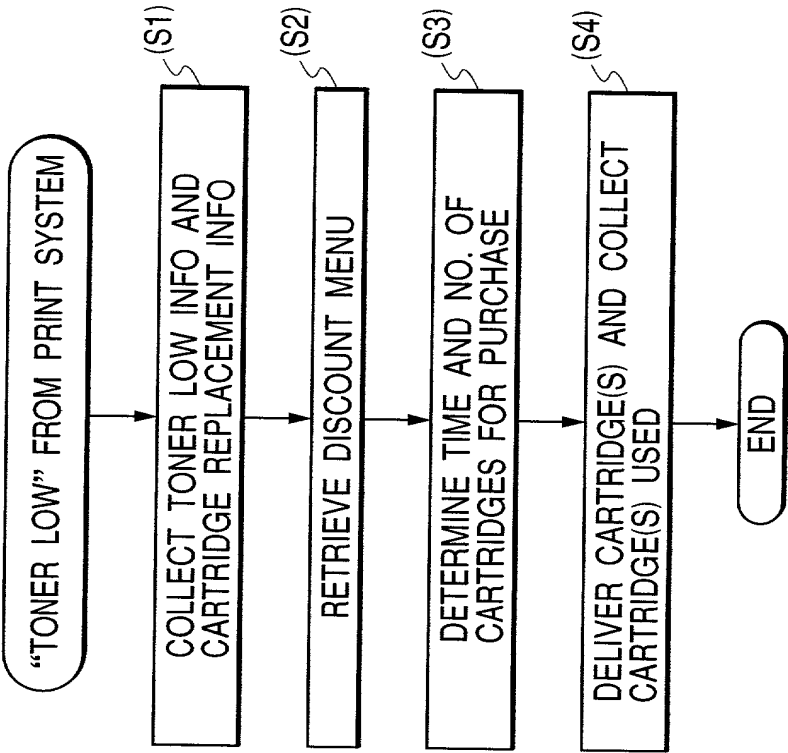


FIG. 20B

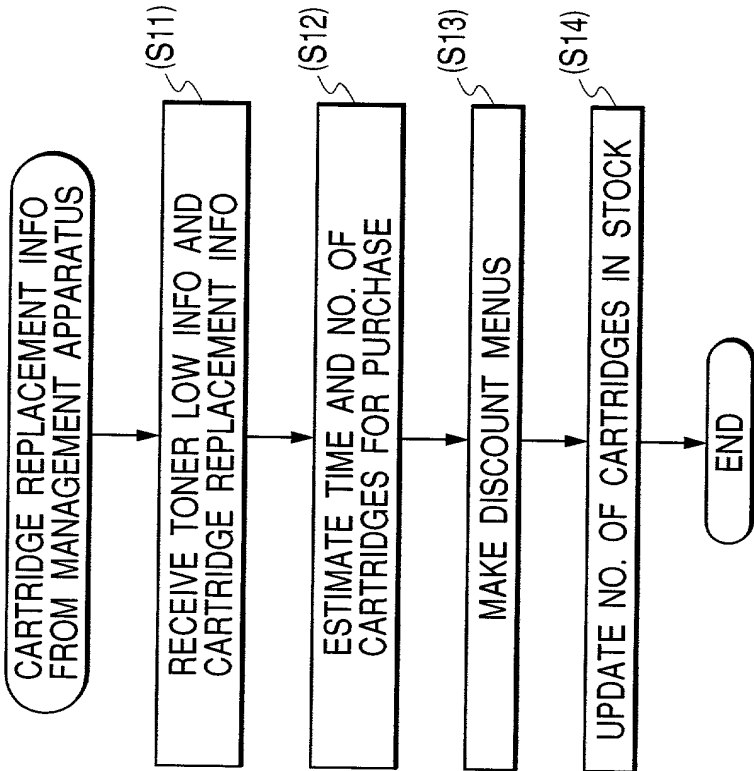


FIG. 21

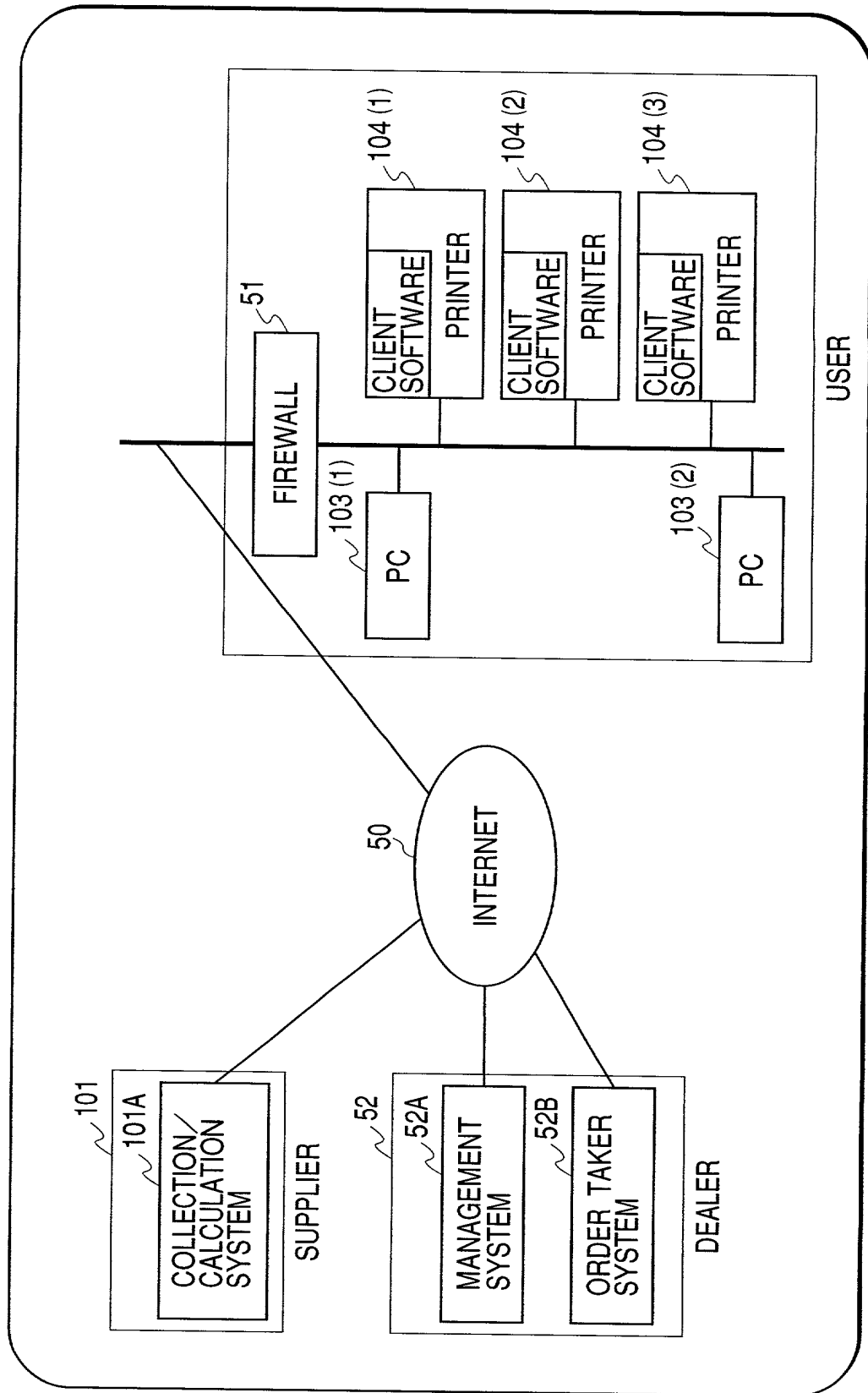


FIG. 22

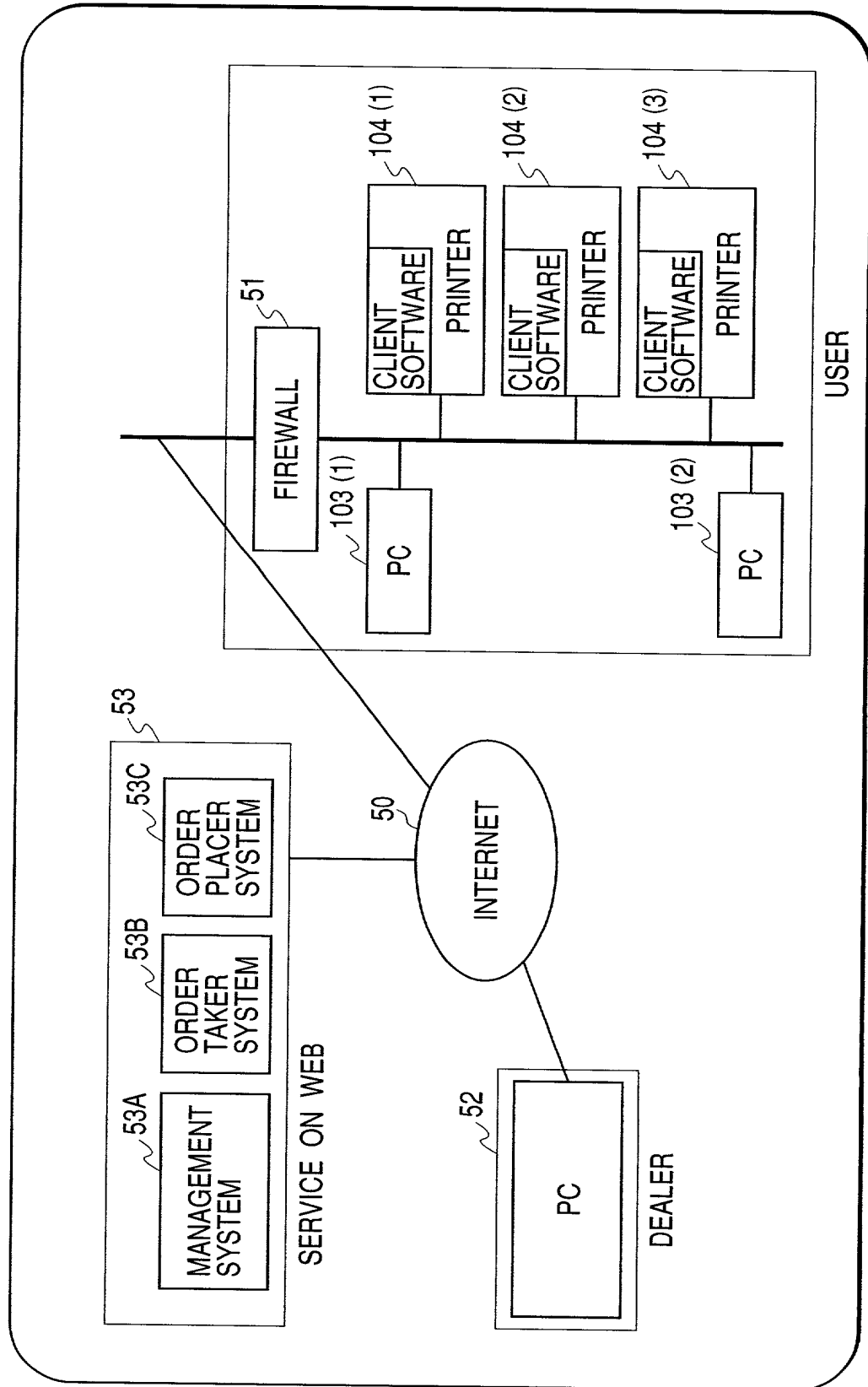


FIG. 23

■ NO. OF CARTRIDGES PURCHASED—NO. OF CARTRIDGES REPLACED.

	JAN/99	FEB/99	MAR/99	APR/99	MAY/99	JUN/99	JUL/99	AUG/99	SEP/99	OCT/99	NOV/99	DEC/99	JAN/00	FEB/00	MAR/00
LBP-MODEL TYPE A	1	0	3	4	2	2	3	3	2	4	4	6	5	3	-4
LBP-MODEL TYPE B	2	4	4	3	0	2	0	4	6	5	3	2	3	3	2
LBP-MODEL TYPE C	1	2	5	6	3	4	4	4	2	3	2	2	3	5	3

PLEASE ENTER NO. OF TYPE A CARTRIDGES NOW IN STOCK.

BT30

BT32

1.00T.90" 093T5860

FIG. 24

YOU CAN GET DISCOUNT MENU EVERY MONTH. PLEASE ENTER DESIRED DATE AND TIME.

■ DATE

DAY OF	3	▼
BEGINNING		
END		

■ TIME

8:00	▼
9:00	
10:00	
11:00	
12:00	
13:00	
14:00	
15:00	
16:00	
17:00	
18:00	
19:00	
20:00	
21:00	
22:00	
23:00	

BT33  
OK

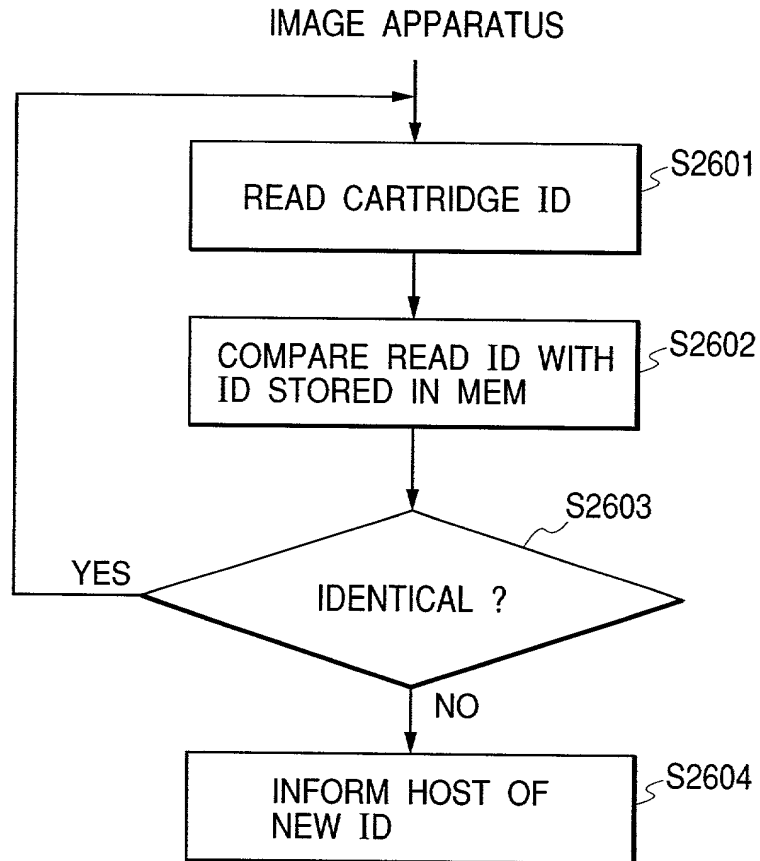


FIG. 25

MEMORY MAP OF MEM MEDIUM (FD/CD-ROM)

DIRECTORY
FIRST DATA PROCESSING PROGRAM PROGRAM CODES FOR FLOWCHART OF FIG.20

0954560 0954560

*FIG. 26*

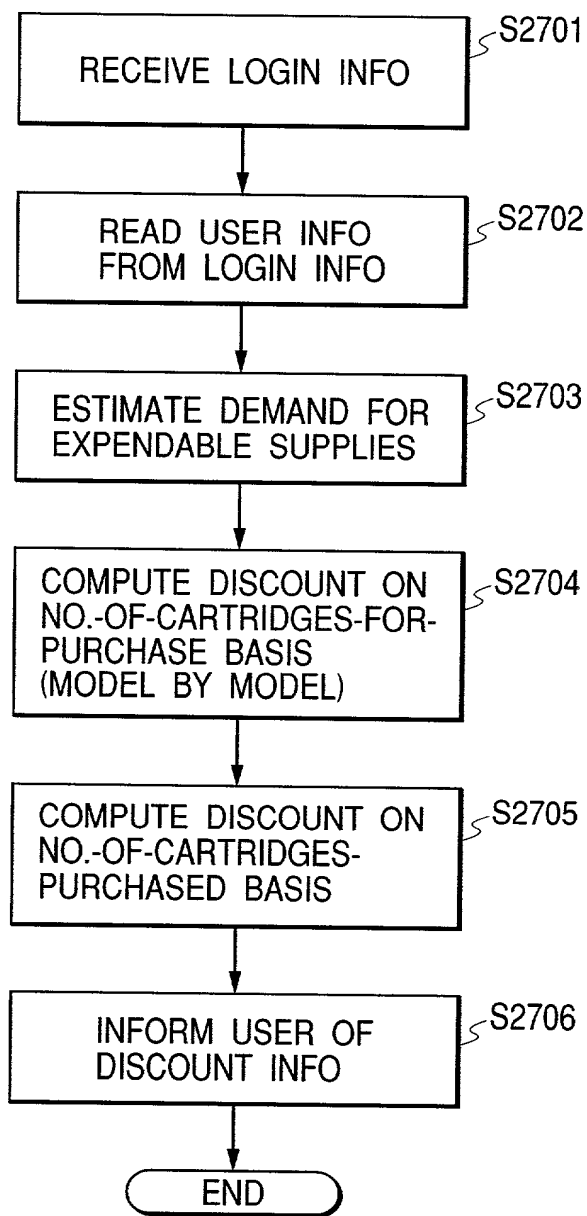
*FIG. 27*

FIG. 28

DEAR ABC ~ 2801

CUSTOMER ID : xxx

MONTH\_\_ DAY \_\_, 20xx

2802 ITEM	2803 UNIT	2804 PRICE	2811 DISCOUNT
ABCDEF	3	xxxxxx	xx

2805  
DISPLAY PRICE

2806  
PURCHASE

2807  
CANCEL

2808  
ESTIMATE DEMAND

2809  
DISCOUNT MENU

2810  
SET

FIG. 28